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Certification Exams Discussions and Preparation

**Exam** : **Ind-Dev-201**

**Title** : Salesforce Certified Industries  
CPQ Developer

**Vendor** : Salesforce

**Version** : DEMO

**NO.1** To decrease the price of a product in a promotion, you:

Note: This question displayed answer options in random order when taking this Test.

- A. Use a pricing element adjustment.
- B. Edit the base price.
- C. Add another price list entry to the product.
- D. Create a rule.
- E. Use a pricing variable.
- F. Use a pricing element charge.

**Answer:** A,E

To decrease the price of a product in a promotion in Salesforce Industries CPQ, the following methods are used:

\* Use a pricing element adjustment (A): This involves adjusting specific pricing elements that make up the total price of the product, such as discounts or surcharges.

\* Use a pricing variable (E): This allows for the dynamic calculation of prices based on variables defined within the promotion, which can be configured to reduce the product price under certain conditions.

These techniques provide a high degree of flexibility and precision in pricing adjustments, enabling tailored pricing strategies that can adapt to various promotional conditions and customer interactions.

**NO.2** A compound filter chains together an internal evaluation filter with a qualification filter.

- A. True
- B. False

**Answer:** A

\* A. True: A compound filter in Salesforce Industries CPQ does indeed chain together an internal evaluation filter with a qualification filter. This structure allows for complex filtering logic that first assesses internal criteria before applying external qualifications, enhancing the precision and effectiveness of the filtering process.

**NO.3** How is a time plan different from a time policy?

Note: This question displayed answer options in random order when taking this Test.

- A. A time plan is proratable.
- B. A time plan can start on the date of purchase.
- C. A time plan's start can be delayed.
- D. a time plan contains the duration of time for pricing to apply.

**Answer:** C

The key difference between a time plan and a time policy in Salesforce Industries CPQ is that a time plan's start can be delayed (C). This allows for greater flexibility in terms of when the pricing or terms associated with the time plan begin, accommodating scenarios where the start of service or the applicability of pricing needs to be aligned with specific events or dates.

References:

- \* Salesforce Industries CPQ Implementation Guide discussing time policies and plans.
- \* Customization and configuration options for time plans in Salesforce Industries CPQ.

**NO.4** Felix is the Vlocity CPQ administrator, and he has created a new product with nochild products

in the shared product catalog. What must he do after he has created the product in Vlocity Product Console?

Note: This question displayed answer options in random order when taking this Test.

- A.** No additional steps are needed.
- B.** He must run the Refresh Pricebook job and then the Product Hierarchy Maintenance job.
- C.** He must run the Product Hierarchy Maintenance job and then the Refresh Pricebook job.
- D.** He must clear the platform cache and then run the Refresh Product Hierarchy Maintenance job.

**Answer:** B

duct catalog, the next steps to ensure proper setup and integration into the existing system are:

\* B. He must run the Refresh Pricebook job and then the Product Hierarchy Maintenance job: This sequence of actions ensures that the new product is correctly integrated into the price book, reflecting any pricing structures or rules. Following this, running the Product Hierarchy Maintenance job ensures that the product hierarchy includes the new product, maintaining data consistency and hierarchy integrity across the catalog. These steps are critical for ensuring that the product is available for use in quotes and orders without issues.

**NO.5** Use the Add Mode and Default Quantity fields only for auto-add or auto-replace product relationships.

- A.** True
- B.** False

**Answer:** A

The fields "Add Mode" and "Default Quantity" in Salesforce Industries CPQ are specifically designed to be used for auto-add or auto-replace product relationships. These fields dictate how products are automatically added or replaced in the CPQ configuration, such as adding a mandatory accessory when a main product is selected or replacing an existing product with a new version, ensuring that product configurations remain valid and complete.

**NO.6** Which four of the following would require compatibility rules?

Note: This question displayed answer options in random order when taking this Test.

- A.** Apple iPhone requires SIM card
- B.** MetroE cannot be delivered to Consumer customers
- C.** VPN Access can only be delivered over high speed internet
- D.** Only DSL customers can purchase a modem
- E.** High Def set top box is required for High Def TV packages

**Answer:** A,C,D,E

In Salesforce Industries CPQ (formerly Vlocity), compatibility rules are used to ensure that certain products are compatible or require other products in order to function properly or meet certain conditions. Here's a breakdown of the answer:

- \* A. Apple iPhone requires SIM card - This is a direct compatibility rule where one product (iPhone) necessitates another product (SIM card).
- \* C. VPN Access can only be delivered over high speed internet - This is another compatibility rule that specifies a delivery condition based on the underlying service (high-speed internet).
- \* D. Only DSL customers can purchase a modem - This condition specifies that the purchase of one product (modem) is contingent on the customer having another product or service (DSL), which is a compatibility rule.

\* E. High Def set top box is required for High Def TV packages - Similar to A, this specifies that to use one product (High Def TV packages), another product (High Def set top box) is required. Option B, "MetroE cannot be delivered to Consumer customers," is more of an eligibility or exclusion rule rather than a compatibility rule.

**NO.7** The affectivitytime frame for a product's pricing charge:

Note: This question displayed answer options in random order when taking this Test.

- A. Can affect whether the product displays in the Products list of the cart
- B. Can determine whether an adjustment or an overridecan be used to discount the product
- C. Can cause a pricing element to no longer be used
- D. Can be paired with a pricing variable to determine frequency

**Answer:** C

The affectivity time frame for a product's pricing charge in Salesforce Industries CPQ: C. Can cause a pricing element to no longer be used: Affectivity dates define when a pricing element is valid. If the current date falls outside the defined affectivity period, the pricing element (like a specific charge or discount) becomes inactive and is not applied to transactions.

Affectivity time frames are critical for ensuring that pricing remains relevant and accurate, reflecting temporal changes in pricing strategies, such as promotions or seasonal adjustments.

References:

\* Salesforce Industries CPQ Pricing Configuration Guide.

\* Best practices for managing pricing affectivity in Salesforce Industries CPQ.

**NO.8** When adof na products to the Cart, the developer notices that nothing renders in the cart. The developer uses the browser console network tab to troubleshoot the issue.

Which method should the developer look for in the responses to begin troubleshooting?

- A. postCartsltems
- B. createCart
- C. getBasketDetails
- D. getCartsltems

**Answer:** D

When nothing renders in the cart despite adding products, the developer should begin troubleshooting by examining the getCartsltems method in the network responses. This API call retrieves the details of the items currently in the cart, and if there are issues with this method, it could result in the cart appearing empty.

Checking the response of this method can help identify if the issue lies with the API not returning the expected item details or if there is a problem in the way the cart's contents are being fetched or rendered.

**NO.9** What determines the explanation for the discounted price of a child product in a promotion?

Note: This question displayed answer options in random order when taking this Test.

- A. The display text associated with the time policy
- B. The display text associated with the base price
- C. The display text associated with the price adjustment or override
- D. The promotion description
- E. The promotion code

**Answer: C**

The explanation for the discounted price of a child product within a promotion is determined by the display text associated with the price adjustment or override. This text typically provides details about why the price has been adjusted or overridden, such as a specific promotion or discount offer. This feature is crucial for transparency, helping customers understand the pricing changes and the value offered through the promotion.

**NO.10** Which of these do you create to indicate the type of price that will be assigned to the product?

- A. Price list
- B. Pricing element
- C. Pricing variable
- D. Price list entry

**Answer: D**

In Salesforce Industries CPQ, to indicate the type of price that will be assigned to a product, you create a

"Price List Entry". This component specifies the actual price of a product or service within a specific price list. Each price list entry defines one price for a product in a given context, such as a specific market or customer segment. It directly ties the product to its pricing under certain conditions, ensuring accurate billing and quoting.

**NO.11** Which two line items actions will display in the Cart when performing a Move order from an account to another?

Choose 2 answers

- A. Disconnect
- B. Existing
- C. Change
- D. Suspend

**Answer: A,C**

In Salesforce Industries CPQ, when performing a Move order from one account to another, certain line item actions are particularly relevant to ensure the correct handling of services or products across accounts. The two actions that will typically be available are: A. Disconnect: This action is used to terminate or disconnect a service from the original account before or after moving it, which may be necessary depending on the contractual or service conditions. C. Change: This allows modifications to the service or product configuration as part of the transfer process to adapt to the new account's needs or requirements.

These actions help manage the continuity and customization of services or products when they are transferred between accounts.

**NO.12** Rules help keep you from submitting an inaccurate order.

- A. True
- B. False

**Answer: A**

\* A. True: Rules in Salesforce Industries CPQ (Configure, Price, Quote) are designed to ensure accuracy and compliance during the order process. These rules prevent users from submitting orders

that do not meet business requirements or customer needs by checking for errors or inconsistencies before order submission. This includes validation of configurations, pricing, and terms, which helps reduce errors and improve efficiency.

**NO.13** The logic to call and execute the rules is within the:

Note: This question displayed answer options in random order when taking this Test

- A. Rule itself
- B. interface
- C. implementation
- D. Custom Apex Class

**Answer:** C

The logic to call and execute rules in Vlocity CPQ is encapsulated within the "implementation" of those rules.

The implementation refers to the underlying mechanisms-often code or configured logic-that determine when and how rules are triggered and executed. This setup allows rules to be contextually activated based on specific conditions met during transactions, ensuring that rule logic is applied only when relevant, thus maintaining efficiency and effectiveness in rule execution.

**NO.14** What operations are available to users with regard to asset management?

Note: This question displayed answer options in random order when taking this Test

- A. Change to Quote, Change to Order and Move
- B. Change to Opportunity, Change to Order and Move
- C. MACD, ABO and Copy to Order
- D. Move, Reprice and Check Contract

**Answer:** C

In the context of Salesforce Industries CPQ asset management, the operations available are typically referred to as MACD (Move, Add, Change, Delete), ABO (Asset-Based Ordering), and Copy to Order. These operations allow users to manage and manipulate assets throughout their lifecycle in various ways, such as changing service arrangements, upgrading or adding new services, or duplicating existing orders for new opportunities. This set of functionalities is fundamental to the flexible asset management system in Salesforce Industries CPQ.

**NO.15** If you want the user to select a value for a product attribute during order capture, what attribute metadata flag must be set via VlocityProduct Console?

Note: This question displayed answer options in random order when taking this Test.

- A. Run-time Configurable
- B. Required
- C. Has Rule
- D. Has Attribute

**Answer:** A

To require a user to select a value for a product attribute during order capture in Salesforce Industries CPQ, the attribute metadata flag Run-time Configurable must be set via the Vlocity Product Console. This setting enables the attribute to be editable at the time of order, allowing the user to specify a value as part of the configuration process.

\* Run-time Configurable: This flag is critical for enabling real-time customization of product attributes

during the sales process, enhancing flexibility and customer satisfaction by allowing personalized configurations.

**NO.16** A price list: (Choose THREE)

Note: This question displayed answer options in random order when taking this Test.

- A.** Is always associated with a price book.
- B.** Is used to create pricing variables.
- C.** Contains price list entries.
- D.** Can be a parent price list or child price list.
- E.** Is the same as a price book.

**Answer:** A,C,D

In Salesforce Industries CPQ, a price list: A. Is always associated with a price book: Price books contain one or more price lists, which in turn include specific pricing information for products. C. Contains price list entries: These are specific entries in a price list that define the price of products under various conditions. D.

Can be a parent price list or child price list: This allows for hierarchical pricing structures where a parent price list can influence or control pricing in associated child price lists.

This structure supports flexible, multi-level pricing strategies that can adapt to different business needs and market conditions.

References:

\* Salesforce Industries CPQ Pricing Documentation.

\* Detailed guidelines on setting up and managing price books and price lists in Salesforce Industries CPQ.

**NO.17** In which sequence do rules execute to ensure a perfect order in the Cart?

- A.** Advanced Rules Framework, Context Rules Framework, Compatibility Rules
- B.** Eligibility Rules, Context Rules, Advanced Rules
- C.** Context Rules Framework, Advanced Rules Framework.
- D.** Context Rules Framework, Compatibility Rules Framework, Advanced Rules Framework.

**Answer:** D

To ensure a perfect order in the cart, rules should execute in a sequence that maintains logical dependencies and data integrity. The correct sequence is:

\* Context Rules Framework: First, establish the context for the transaction based on customer data and product selection. This sets the stage for more detailed rule application.

\* Compatibility Rules Framework: Next, ensure that the selected products are compatible with each other. This prevents conflicts in the cart and helps in maintaining a coherent order structure.

\* Advanced Rules Framework: Finally, apply advanced rules that may include dynamic pricing adjustments, promotions, or complex business logic. This layer refines the order to meet specific business objectives and customer needs.

This sequence ensures that each rule framework builds upon the data and decisions of the previous step, leading to a consistent and accurate order process in the cart.

**NO.18** Compatibility rules use product relationships as their rule action.

- A.** True
- B.** False

**Answer: A**

\* A. True: Compatibility rules in Salesforce Industries CPQ indeed use product relationships as their rule action. These rules leverage the relationships defined between products to apply business logic, ensuring that products added to the cart are compatible with each other based on predefined criteria.

**NO.19** Rules are triggered:

Note: This question displayed answer options in random order when taking this Test.

- A. Inalphabetical order
- B. Based on user language settings
- C. When the interface is triggered
- D. When the "Validate Cart" button is clicked
- E. Only when they are in a flow

**Answer: D**

Rules in Salesforce Industries CPQ are triggered when the "Validate Cart" button is clicked. This mechanism ensures that all the business rules and validations are enforced at a critical point in the transaction process, specifically when finalizing the configurations and selections in the cart.

\* When the "Validate Cart" button is clicked (D): This trigger is crucial for ensuring that the cart meets all business, product, and regulatory requirements before proceeding to checkout or final approval, providing a safeguard against incorrect or incomplete configurations.

**NO.20** Which of these can be used to launch a guided selling process?

- A. Vlocity DX
- B. A Vlocity action
- C. Using a field on the Order page
- D. From the line item actions dropdown menu in Vlocity Cart

**Answer: B**

Launching a guided selling process in Salesforce Industries CPQ can be effectively achieved using a Vlocity action. These actions are configured within the Salesforce Industries platform and can be directly linked to OmniScripts or other processes that initiate guided selling scenarios. Actions can be set up to start based on various triggers or user interactions within the Salesforce environment, providing a versatile entry point for guided selling processes.

**NO.21** In Vlocity Context Rules, what is a context dimension?

Note: This question displayed answer options in random order when taking this Test.

- A. A variable that stores rule condition values
- B. A link to data stored in sObjects, calculated using a function, or typed in during design-time
- C. The relational path from a root sObject, such as an Order, to related sObjects, such as Account
- D. A multi-dimensional array of sObject data

**Answer: B**

In the context of Vlocity's Salesforce CPQ, a context dimension is a design element that links to data stored in sObjects. This link can be direct or calculated using a function, or it can be manually specified during the design-time of the CPQ setup. This feature allows context rules to dynamically adjust to data changes and complexities by using real-time data or predefined criteria.

**NO.22** In the context of order cancellation, how is a supplemental order created?

- A. The same way any other order "s created
- B. Similar to any other New Order, but the OrderType field is :e:'Supplemental" in the picklist
- C. Automatically by CPQ when an order s canceled
- D. Automatically by OM when an order is canceled

**Answer:** B

In the context of Salesforce Industries CPQ and OM, when an order is canceled and a supplemental order needs to be created, this is done similarly to creating any new order. However, the specific distinction for a supplemental order lies in setting the OrderType field to "Supplemental" from the picklist. This categorization helps in managing and tracking these orders separately, ensuring they are handled correctly through the order fulfillment and management process.

**NO.23** What does the remote method postCartItems do?

Note: This question displayed answer options in random order when taking this Test.

- A. Filters products for the cart
- B. Submits the order
- C. Puts the items in the selectable list
- D. puts items in the cart
- E. Moves the order to the next stage

**Answer:** D

The remote method postCartItems in Guided Selling is specifically designed to put items into the cart. This method handles the addition of selected products to the cart, allowing for further actions such as quantity updates, configuration changes, or removals. It is an integral part of managing cart operations dynamically within the guided selling process, facilitating user interactions and backend processes that reflect the current state of the cart.

**NO.24** In Vlocity Context Rules, what is one reason to explicitly define a context scope and not use the ANY context scope?

Note: This question displayed answer options in random order when taking this Test.

- A. To limit the number of fields that are retrieved and stored in the session cache
- B. To increase rule maintainability
- C. To allow use by a context function
- D. To allow use in an object-level rule

**Answer:** B

Explicitly defining a context scope in Vlocity Context Rules, rather than using the ANY context scope, primarily serves to increase rule maintainability. By specifying a particular scope, administrators can better manage and understand the application and impact of context rules. This targeted approach reduces complexity and enhances the clarity of the rule structure, making it easier to update, modify, and audit rules as business requirements evolve. This specificity helps prevent

**NO.25** What are the purposes of the CPQPartition platform cache? (Choose TWO)

Note: This question displayed answer options in random order when taking this Test.

- A. To store a streamlined version of the product hierarchy
- B. To store a consolidated product attribute list, ensuring good performance during product

configuration

**C.** To store data for CPQ context rules, increasing the speed of read/write operations

**D.** Cache local data for browser use

**Answer:** A,B

The purposes of the CPQPartition platform cache in Salesforce Industries CPQ are multifaceted, focusing primarily on enhancing performance and efficiency. The cache stores a streamlined version of the product hierarchy, allowing for faster access and navigation within the CPQ tool, which is crucial during complex configuration processes. Additionally, it consolidates the product attribute list, which ensures good performance by minimizing the overhead needed to fetch these details repeatedly during product configuration sessions. This helps in maintaining a responsive user experience by speeding up read operations and reducing the time taken to load and interact with CPQ data.

**NO.26** What do you use to take 20% off the price of a child product in a promotion?

Note: This question displayed answer options in random order when taking this Test.

**A.** An adjustment

**B.** An override

**C.** A price list

**D.** A price list entry

**Answer:** A

To take 20% off the price of a child product in a promotion, you would use an "adjustment." Adjustments in Vlocity CPQ allow for the modification of prices by a percentage or fixed amount, directly influencing the price based on specific promotional rules or conditions. This method is highly effective for applying discounts in a dynamic and flexible manner, accommodating various promotional strategies.

**NO.27** The options for pricing bundles include: (Choose TWO)

Note: This question displayed answer options in random order when taking this Test.

**A.** Assigning the parent a zero price

**B.** Assigning a price to the parent and zero prices to the children

**C.** Assigning only pricing elements to the parent and children

**D.** Assigning only pricing variables to the parent and children

**Answer:** A,B

In Salesforce Industries CPQ, when pricing bundles, there are multiple strategies you can employ:

- \* Assigning the parent product a zero price and managing pricing entirely through the child products. This approach is often used when the value of the bundle is derived solely from its components.
- \* Assigning a price to the parent product and setting the prices of the child products to zero. This strategy might be used when the parent product's price encompasses the total value of the bundle, and the child products are considered included or complimentary.

These methods offer flexibility in how bundles are presented and priced, allowing businesses to tailor their pricing strategy to match their sales and marketing objectives.

**NO.28** Each time a new smartphone is offered, the company wants to automatically decrease its price over time. How could this be done?

Note: This question displayed answer options in random order when taking this Test.

- A. Using a rule and time policies to control effectivity
- B. Using a rule and time plans to control effectivity
- C. Using multiple price lists with effectivity time frames
- D. Using price list entries with effectivity time frames

**Answer:** D

To automatically decrease the price of a new smartphone over time within Salesforce Industries CPQ:  
D.

Using price list entries with effectivity time frames: This method allows for setting different prices for the same product that automatically become effective at predefined times. By creating multiple price list entries for the smartphone each with different prices and specific start dates, the system can automatically update the price based on the current date.

This approach simplifies managing price reductions over a product's lifecycle, making it efficient to implement and transparent to users.

References:

\* Salesforce Industries CPQ Implementation Guide.

\* Examples of using effectivity time frames in Salesforce Industries CPQ price management.

**NO.29** Vlocity Cart requires what information to display a product list?

Note: This question displayed answer options in random order when taking this Test

- A. Price List record id
- B. Session id
- C. User id
- D. Product Configuration

**Answer:** A

In Vlocity, or Salesforce Industries CPQ, the cart configuration requires a Price List record ID to display a product list. This ID is crucial because it determines the pricing applicable to the products presented to the user based on the specific pricing configuration and eligibility. The cart leverages this ID to fetch the correct pricing information associated with each product, ensuring the displayed prices are accurate and tailored to the customer or the context of the sale. This process is integral to the dynamic pricing capability of Salesforce Industries CPQ.

**NO.30** In order to filter product attributes, the API name of the JSONAttribute field must be specified in the Attribute Lookup Field Name of the Entity Filter.

- A. True
- B. False

**Answer:** A

For filtering product attributes in Salesforce Industries CPQ using Entity Filters, it is true that the API name of the JSONAttribute field must be specified in the Attribute Lookup Field Name. This is essential because the Entity Filter uses this field name to correctly identify and apply filters to the specific attributes within the product data structured in JSON format.

**NO.31** Which two actions are taken by the checkout method? Choose 2 answers

- A. Validates the pricing and configuration of the items
- B. Moves the opportunity, quote or order to the next state of the ordering process

- C. Invokes an integration procedure to fulfil the order
- D. Invokes a calculation procedure to validate and finalize pricing

**Answer:** A,B

The checkout method in Salesforce Industries CPO typically performs several key actions during the transaction process. Two of these actions are: A. Validates the pricing and configuration of the items: This ensures that all products in the cart or order are correctly priced and configured according to current business rules and product definitions. B. Moves the opportunity, quote, or order to the next state of the ordering process: This is a critical step in advancing the sales process towards completion, transitioning the transactional documents to stages such as pending, confirmed, or completed based on the defined workflow.

**NO.32** Which of these enables you to assign two base prices to a product?

Note: This question displayed answer options in random order when taking this Test.

- A. Using an adjustment
- B. Using an override
- C. A price list entry
- D. Using price lists

**Answer:** C

Assigning two base prices to a product in Salesforce Industries CPO can be accomplished through the use of multiple price list entries. Each price list entry can specify a different base price for the same product under different conditions or for different markets. This approach allows businesses to adapt their pricing strategies flexibly across different customer segments or geographic areas, ensuring that the pricing reflects the market conditions or strategic objectives.